

Message Text

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PAGE 01 ALGIER 00629 260850Z
ACTION EB-08

INFO OCT-01 EUR-12 NEA-10 ISO-00 CIAE-00 INR-10 LAB-04
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SECSTATE WASHDC 8095
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INFO AMEMBASSY ATHENS

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USIA FOR ICS, INA; SECSTATE FOR EB/CSB/OCA, NEA;
USDOC FOR CAGNE: ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BEXP, AG
SUBJECT: ALGIERS INTERNATIONAL FAIR

REFS: A) USIA 4377 AND PREVIOUS NOTAL; B) 73 STATE
A-9254

1. I HAVE REVIEWED WITH MY COUNTRY TEAM USIA'S PROPOSAL TO PARTICIPATE IN THE ALGIERS INTERNATIONAL FAIR (AIF) FROM SEPTEMBER 20 TO OCTOBER 6, 1978 WITH THE EXHIBIT ON COMMUNICATIONS SYSTEMS AND TECHNOLOGY THAT WILL HAVE BEEN USED AT THE DAMASCUS FAIR FROM JULY 15 TO AUGUST 1.
2. WE HAVE CONCLUDED THAT PARTICIPATION IN THE FIFTEENTH AIF MAKES EMINENT GOOD SENSE AS A POLITICAL GESTURE, ALTHOUGH WE CONTINUE TO HAVE RESERVATIONS ON THE FAIR'S COMMERCIAL VALUE. WE ARE THEREFORE AGREED THAT, AT A MINIMUM, WE SHOULD PARTICIPATE WITH USIA'S COMMUNICATIONS EXHIBIT.

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3. ALTHOUGH WE COULD LIMIT OUR PRESENCE TO THE USIA EXHIBIT AND WHATEVER AMERICAN COMPANIES MIGHT INFORMALLY SPONSOR EXHIBITS ADJOINING OURS, WE ARE CONVINCED THAT-- HAVING ACCEPTED THE PRINCIPLE OF PARTICIPATION-- WE WOULD BE BEST SERVED BY DEPARTMENT OF COMMERCE COOPERATION IN WHAT WOULD THEN BECOME A "COMMERCIAL PRESENCE FAIR" OF TYPE A OR TYPE B AS OUTLINED IN THE REFAIR

(WHICH IS OUR LATEST GUIDANCE ON DEPARTMENT OF COMMERCE PARTICIPATION IN SUCH EVENTS). SUCH COOPERATION COULD PERHAPS BE TIED INTO EXISTING PLANS TO HOLD A COMMUNICATIONS TECHNOLOGY SEMINAR MISSION HERE IN DECEMBER.

4. THE COOPERATION OF THE DEPARTMENT OF COMMERCE WOULD (A) PROVIDE US WITH VITALLY NEEDED ADMINISTRATIVE EXPERTISE AND SUPPORT, (B) PERMIT THE CREATION OF A MORE UNIFIED, MORE FULLY STAFFED, AND BETTER DESIGNED PRESENCE AT THE FAIR, AND (C) ATTRACT A LARGER NUMBER OF AMERICAN COMPANIES.

5. WE CANNOT BEGIN TO PLAN EVEN A MINIMUM PARTICIPATION UNTIL WE KNOW WHETHER THE DEPARTMENT OF COMMERCE CAN JOIN US. WE BELIEVE THERE IS POLITICAL JUSTIFICATION FOR OUR PRESENCE AT THE FAIR, AND THIS SEEMS TO QUALIFY US FOR SOME LEVEL OF DEPARTMENT OF COMMERCE SUPPORT AS OUTLINED IN THE REFRAIR.

6. SINCE WE MUST TAKE THE INITIAL STEPS NECESSARY TO RESERVE SPACE AS SOON AS POSSIBLE, PLEASE ADVISE US IMMEDIATELY WHETHER DEPARTMENT OF COMMERCE SUPPORT WILL BE POSSIBLE. I STRONGLY RECOMMEND IT. HAYNES

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